

REGISTERED CHARITY NUMBER: SC048268

**Report of the Trustees and**  
**Financial Statements for the Year Ended 31 December 2023**  
**for**  
**Make 2nds Count**

Nelson Gilmour Smith  
Mercantile Chambers  
53 Bothwell Street  
Glasgow  
G2 6TB

**Make 2nds Count**

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for the Year Ended 31 December 2023**

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## **Make 2nds Count**

### **Report of the Trustees** **for the Year Ended 31 December 2023**

The Board of Trustees presents its fifth annual report and financial statements for the period ended 31 December 2023.

The financial statements have been prepared in accordance with the accounting policies set out in note 1 to the financial statements and comply with the charity's Memorandum and Articles of Association, the Charities and Trustee Investment (Scotland) Act 2005, the Charities Accounts (Scotland) Regulations 2006, FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" and "Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102)".

Make 2nds Count is a Scottish Charitable Incorporated Organisation (SCIO), registered in Scotland by the Office of the Scottish Charity Regulator (OSCR) under number SC048268 from 3 April 2018.

The charity aims to raise funds to aid research into the causes of secondary breast cancer and investigate potential treatment lines and clinical trials, and to provide support to individuals suffering from secondary breast cancer, to enable them to live as fulfilled a life as possible. The charity also aims to raise awareness of this currently incurable, but treatable, disease.

Reference and administrative details are set out on the charity information page.

#### **ORGANISATION STRUCTURE**

The charity is controlled by a Board of Trustees, who are the organisation's only members and who are responsible for the strategic direction of the charity. The Make 2nds Count Board Charter outlines the charity's purpose, board structure, roles and responsibilities including all fiduciary duties and the remit of the Finance Committee.

All decisions relating to the setting of salaries and remuneration of staff are undertaken by the Trustees, with guidance from professional advisors.

Per the Board Charter the Board meets at least six times a year, and on a monthly basis receives a full operating income and expenditure summary. The Finance Committee meets on a monthly basis where an updated business plan is presented and reviewed.

Make 2nds Count has several committees so key areas of the charity have space and time for discussion between trustees and team members. The two Board committees are: Finance Committee and Nominating and Governance Committee. The three operational committees are: Research Committee, Support & Education Committee, Fundraising and Marketing Committee.

Key decisions are taken by the Trustees and the day to day running of the charity is overseen by the Executive Director

Board members shall engage in ongoing education and training to stay informed about developments in the charity sector and enhance their effectiveness as trustees. All new Trustees will complete the NVCO Charity Trustee Induction and Refresher (2 x 0.5 days) training, and a log of completed training will be maintained and reviewed by the Nominating and Governance Committee.

## **Make 2nds Count**

### **Report of the Trustees** **for the Year Ended 31 December 2023**

#### **OBJECTIVES AND ACTIVITIES**

Mission: To give hope to those affected by secondary (metastatic) breast cancer.

Vision: We exist to help people with secondary (metastatic) breast cancer live longer and better lives.

The charity's key aims and objectives under the constitution are:

- the advancement of health, the saving of lives and the relief of those in need by reason of age, ill-health, disability, financial hardship or other disadvantage, as a result of secondary breast cancer;
- for the purposes of benefiting the public and in particular, through education and medical research relating to secondary breast cancer;
- financial support, for individuals or family members of individuals suffering from secondary breast cancer;
- the advancement of health and the saving of lives, for individuals suffering from secondary breast cancer;
- for the benefit of such one or more Charity or Charities as the Trustees in their unfettered discretion may decide; or

for the implementation or assistance in implementing any Charitable Purpose or purposes as the Trustees in their unfettered discretion may decide.

Through the Board of Trustees, the charity delivers its aims and objectives through the making of grants, donations, or gifts to individuals and relevant organisations.

## **Make 2nds Count**

### **Report of the Trustees** **for the Year Ended 31 December 2023**

#### **ACHIEVEMENT AND PERFORMANCE**

In 2023 the charity made significant progress with our mission of giving hope to those affected by secondary breast cancer, through our three main charity pillars of Research, Education and Support.

Research on secondary breast cancer is severely underfunded in the UK. Make 2nds Count is one of the few organisations providing funding for research dedicated to improving the quality of life of people living with secondary breast cancer. In March 2023, Dr Sarah Thomas was appointed as Research Manager to oversee our research programme. In this financial year the first research grant awarded by the charity in 2020 was completed, we announced our largest ever grant to date and launched our second open call for research proposals to kick off in 2024.

In April 2023 we announced our largest ever research grant of £220,000 awarded to The University of Liverpool to support a new study taking place across the UK & Ireland investigating screening secondary breast cancer patients for brain metastases before they become symptomatic. The Research Team has been working hard to get everything in place for this vital study opening in 2024.

In July 2023, researchers at the University of Sussex published the first research paper funded by Make 2nds Count, investigating the information and support needs of the UK secondary breast cancer community. It was a major milestone for the charity's research programme to see the research we supported being shared with researchers across the globe.

Towards the end of 2023 we celebrated the completion of the charity's first research grant. In 2019 the charity awarded £145,000 to University of Edinburgh. This grant was used to fund a postdoctoral research scientist for 3 years focussing on Triple Negative Breast Cancer (TNBC). We are grateful to Dr Olga Oikonomidou and her research team for all their hard work over the last three years and hope their findings will help improve our understanding of the genetics of TNBC and lead to more treatment options for secondary breast cancer patients in the future.

When it comes to the Education pillar, 2023 has seen excellent progress in this area.

Clinical trials is a key area of focus for our Education programme, helping people living with secondary (metastatic) breast cancer to access the information they need to explore the option of clinical trials as part of their treatment pathway.

Our Patient Trials Advocate (PTA) service grew substantially in 2023. By the end of the year, we had received more than 450 patient referrals from across the UK and our dedicated team of specialist nurses have identified possible suitable clinical trials for 84% of patients referred in the programme. The PTA service is a free, confidential, information and support service here to help people with secondary breast cancer explore clinical trials as part of their treatment pathway. We were honoured to win an award at the Health Creators Summit on 25 October, organised by Voluntary Health Scotland.

To expand the information available on trials, in 2023 we launched an online Registry of all clinical trials for secondary breast cancer recruiting in the UK. This collates information from all of the clinical trials databases used by medical professionals to make it easier for patients to search for suitable clinical trial and has become a valuable resource in the education programme.

Finally, 2023 has also been an incredibly exciting and busy year for our Support services as they continue to grow and meet the needs of the community.

Our funded 2nds Together Wellbeing Retreats have grown significantly this year and in 2023 we welcomed a total of 106 attendees across three different locations: Crieff, Liverpool and Birmingham.

We have also expanded our online and in-person patient meet-ups. The 2nds Together' group membership has increased to over 1300 participants and our in-person 'Tea & Chat' groups grew considerably as part of the charity's commitment to provide services UK-wide. We now have 12 groups across the UK, including London, Birmingham, Manchester, Glasgow, Edinburgh and Belfast.

We continue to offer a wide variety of online support, and the third annual Wellbeing Week took place in February 2023 providing patients a wide variety of expert and practical seminars around menopause, focussed on the needs and experience of the secondary breast cancer community who often must manage severe menopause effects from treatment.

## **Make 2nds Count**

### **Report of the Trustees** **for the Year Ended 31 December 2023**

Throughout the year we funded 348 Birdsong yoga attendees and offered over 16 Breathwork sessions. We offered practical support through our continued partnership with Little Lifts and funded 432 chemotherapy and radiotherapy boxes. We funded 334 Little Book of Admin through a new partnership with Space masks.

Part of our mission is to raise awareness of Make 2nds Count and secondary breast cancer. Once again, on Secondary Breast Cancer Awareness Day (13th October) we lit up iconic UK landmarks in the radiant colours of Make 2nds Count. This year over 50 venues joined this awe-inspiring visual spectacle. As part of this key awareness campaign, we shared incredible images and stories of secondary patients from our community, shot by the very talented photographer Jennifer Willis. These striking photos showcased two sides of the same story; the visible and not-so-visible experiences of people living with secondary breast cancer. Over the course of Breast Cancer Awareness month, we achieved 33 pieces of coverage across print, online and broadcast media with a combined reach of 56million+ people. The campaign was featured by STV, Radio Belfast, EEN, Best Magazine, Aberdeen Live, Bristol 24/7 and many more. 75Media ran complimentary advertisements on digital billboards in 34 locations UK-wide.

2023 has been a positive year for fundraising at Make 2nds Count. It's impossible to select highlights among individual fundraising activities: from birthday fundraisers, cake sales, quizzes and clothes swaps to climbing Mount Kilimanjaro and the Make 2nds Count 'Love Your Tribe' lunches, it's amazing to see what our supporters are doing to raise awareness and funds. With wild swimming, marathon running, Ben Nevis climbs and everything in between we are constantly in awe of our supporters' strength, determination and imagination.

We've also had incredible support from our charity partners, Trust and Foundations . These partnerships have helped us grow the support and educational services we offer the secondary breast cancer community.

None of this would be possible without the determination and creativity of our team, whose dedication and hard work realises our mission. We must also acknowledge the extraordinary community of supporters, donors and ambassadors who believe in the importance of our mission and who are determined to make a difference. On behalf of the Board of Trustees, thank you for every generous donation: whether financial, or of volunteer hours and/or raising awareness of the charity. Make 2nds Count continues to thrive because of you and everything you do.

The continued success of the charity has meant that we are now in a strong position as we move into our sixth year. We have exciting plans to continue to grow and develop the charity's work across the UK.

## **Make 2nds Count**

### **Report of the Trustees** **for the Year Ended 31 December 2023**

#### **FINANCIAL REVIEW**

Total income for the year to 31 December 2023 was £599,977. The majority of the income raised this year was generated through generous donations, either from fundraising events hosted by third party organisations or direct from the general public. The charity received direct grants from trusts totalling £182,276 which were restricted in nature.

Expenditure during the year totalled £501,986 of which £483,018 was directed towards charitable activities, as noted above.

#### **Reserves policy**

On 31 December 2023, the charity held reserves of £836,731 of which unrestricted funds were £130,229. This equates to approximately six months.

The charity has committed £500,000 to fund a research project in 2023 - 2025

The board continues to review its reserves policy. Current policy is to maintain a cash reserve equivalent to approximately six months' operating costs to bridge the gap between income and expenditure and to secure a ring-fenced reserve for the quarterly commitments to our research partners. Should the charity be forced to wind up, the proceeds will be donated to a likeminded charitable cause.

#### **Risks and uncertainties facing the charity.**

The Board regularly assesses the risks to which the charity is exposed and are satisfied that appropriate systems and processes are in place to mitigate these risks as outlined in the Board Charter.

The main operational risk is the variable income relating to the number of people taking part in our events and donating, especially within the current economic climate. People may have less disposable income to support charities. To help mitigate this risk the charity chose to invest in securing funding from trusts and foundations in 2023 which has resulted in trust and foundation income doubling, totalling £185,018 in 2023. In 2024 the charity plans to invest in growing our work with corporate partners with the aim of diversifying our funding further into multiple income streams.

In January 2023, an employment tribunal claim was raised against the Charity. The Charity engaged legal counsel and participated in judicial mediation in May. The claimant withdrew the claim in full and it was dismissed in its entirety in June 2023. The Charity incurred legal costs of £18,314 to participate in the judicial mediation and mitigate any reputational risk from this unfounded claim.

#### **STRUCTURE, GOVERNANCE AND MANAGEMENT**

Make 2nds Count is a Scottish Charitable Incorporated Organisation (SCIO), registered in Scotland by the Office of the Scottish Charity Regulator (OSCR) under number SC048268 from 3 April 2018.

#### **TRUSTEE APPOINTMENT**

The Board of Trustees meets every two months to review the charity's objectives and activities as well as financial performance. In December 2023 the Board of Trustees created and adopted a new Board Charter to reflect the needs of the charity as it continues to grow and expand.

In September 2023, Heather Moffit was appointed Vice-Chair of the Board of Trustees.

No new trustees were appointed in 2023.

#### **KEY MANAGEMENT PERSONNEL**

Emma Hall - Executive Director

Dr Sarah Thomas - Research and Education Manager

Claire O'Donnell - Support and Patient Engagement Manager

**Make 2nds Count**

**Report of the Trustees**  
**for the Year Ended 31 December 2023**

**REFERENCE AND ADMINISTRATIVE DETAILS**

**Registered Charity number**  
SC048268

**Principal address**

Gyleworks  
34 South Gyle Crescent  
Edinburgh  
EH12 9EB

**Trustees**

Joanne Lacey - Co-Chair until September 2022  
John Ward - Treasurer & Cochair till September 2022  
Professor D Cameron -Chair  
Lesley Stephen  
Ms H Moffit Vice chair  
Dr P Canney  
I McCarlie

**Auditors**

Nelson Gilmour Smith  
Mercantile Chambers  
53 Bothwell Street  
Glasgow  
G2 6TB

**STATEMENT OF TRUSTEES' RESPONSIBILITIES**

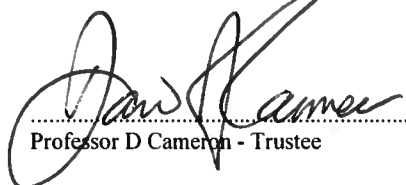
The trustees are responsible for preparing the Report of the Trustees and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

The law applicable to charities in Scotland, the Charities and Trustee Investment (Scotland) Act 2005, Charities Accounts (Scotland) Regulations 2006 (as amended) and the provisions of the charity's constitution, requires the trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charity and of the incoming resources and application of resources, including the income and expenditure, of the charity for that period. In preparing those financial statements, the trustees are required to

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the Charity SORP;
- make judgements and estimates that are reasonable and prudent;
- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charity will continue in business.

The trustees are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the charity and to enable them to ensure that the financial statements comply with the Charities and Trustee Investment (Scotland) Act 2005, the Charities Accounts (Scotland) Regulations 2006 (as amended) and the provisions of the charity's constitution. They are also responsible for safeguarding the assets of the charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Approved by order of the board of trustees on ..... *22nd MAY 2024* ..... and signed on its behalf by:

  
.....  
Professor D Cameron - Trustee



**Report of the Independent Auditors to the Trustees of  
Make 2nds Count  
for the Year Ended 31 December 2023**

**Opinion**

We have audited the financial statements of Make 2nds Count (the 'charity') for the year ended 31 December 2023 which comprise the Statement of Financial Activities, the Balance Sheet, the Cash Flow Statement and notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the charity's affairs as at 31 December 2023 and of its incoming resources and application of resources, for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Charities and Trustee Investment (Scotland) Act 2005 and Regulation 8 of the Charities Accounts (Scotland) Regulations 2006.

**Basis for opinion**

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditors' responsibilities for the audit of the financial statements section of our report. We are independent of the charity in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

**Conclusions relating to going concern**

In auditing the financial statements, we have concluded that the trustees' use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the charity's ability to continue as a going concern for a period of at least twelve months from when the financial statements are authorised for issue.

Our responsibilities and the responsibilities of the trustees with respect to going concern are described in the relevant sections of this report.

**Other information**

The trustees are responsible for the other information. The other information comprises the information included in the Annual Report, other than the financial statements and our Report of the Independent Auditors thereon.

Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether this gives rise to a material misstatement in the financial statements themselves. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

**Matters on which we are required to report by exception**

In the light of the knowledge and understanding of the charity and its environment obtained in the course of the audit, we have not identified material misstatements in the trustees' report.

We have nothing to report in respect of the following matters in relation to which the Charities Accounts (Scotland) Regulations 2006 (as amended) requires us to report to you if, in our opinion:

- the information given in the trustees' report is inconsistent in any material respect with the financial statements; or
- adequate accounting records have not been kept; or
- the financial statements are not in agreement with the accounting records and returns; or
- we have not received all the information and explanations we require for our audit.

**Report of the Independent Auditors to the Trustees of  
Make 2nds Count  
for the Year Ended 31 December 2023**

**Responsibilities of trustees**

As explained more fully in the Statement of Trustees' Responsibilities, the trustees are responsible for the preparation of the financial statements which give a true and fair view, and for such internal control as the trustees determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the trustees are responsible for assessing the charity's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the trustees either intend to liquidate the charity or to cease operations, or have no realistic alternative but to do so.

**Our responsibilities for the audit of the financial statements**

We have been appointed as auditors under Section 44(1)(c) of the Charities and Trustee Investment (Scotland) Act 2005 and report in accordance with the Act and relevant regulations made or having effect thereunder.

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue a Report of the Independent Auditors that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud is detailed below:

Based on our understanding of the charity, we identified the principal risks of non-compliance with laws and regulations and the extent to which non-compliance might have a material effect on the financial statements. We also considered those laws and regulations that have a direct impact on the preparation of the financial statements such as the Charities and Trustee Investment (Scotland) Act 2005, the Charities Accounts (Scotland) Regulations 2006 and the Companies Act 2006. We evaluated managements' incentives and opportunities for the fraudulent manipulation of the financial statements, including the risk of override of controls. Based on our assessment we adopted a substantive approach to our audit testing. Audit procedures performed included:

Testing a sample of transactions to source documentation. We select sample sizes having regard to the inherent risk (specific and general), the quality of the internal controls and the risk that our testing might not detect possible misstatements.

Making enquiries of management, those charged with governance and the entity's solicitors around actual and potential litigation and claims. Identifying legislation of particular relevance to the entity and obtaining audit evidence regarding compliance with that legislation.

Auditing the risk of management override of controls, including through testing journal entries and other adjustments for appropriateness, and evaluating the business rationale of significant transactions outside the normal course of business. There are inherent limitations in the audit procedures described above. Also, the risk of not detecting a material misstatement due to fraud is higher than the risk of not detecting one resulting from error, as fraud may involve deliberate concealment by, for example forgery or concealment.

As part of an audit in accordance with ISAs (UK), we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, - design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the internal control.

**Report of the Independent Auditors to the Trustees of  
Make 2nds Count  
for the Year Ended 31 December 2023**

- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the trustees.
- Conclude on the appropriateness of the trustees' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the charity's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the charity to cease to continue as a going concern.
- Evaluate the overall presentation, structure, and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at [www.frc.org.uk/auditorsresponsibilities](http://www.frc.org.uk/auditorsresponsibilities). This description forms part of our Report of the Independent Auditors.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at [www.frc.org.uk/auditorsresponsibilities](http://www.frc.org.uk/auditorsresponsibilities). This description forms part of our Report of the Independent Auditors.

**Use of our report**

This report is made solely to the charity's trustees, as a body, in accordance with Regulation 10 of the Charities Accounts (Scotland) Regulations 2006. Our audit work has been undertaken so that we might state to the charity's trustees those matters we are required to state to them in an auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charity and the charity's trustees as a body, for our audit work, for this report, or for the opinions we have formed.



Nelson Gilmour Smith  
Mercantile Chambers  
53 Bothwell Street  
Glasgow  
G2 6TB

Date: 22/05/2024

**Make 2nds Count****Statement of Financial Activities**  
**for the Year Ended 31 December 2023**

	Notes	Unrestricted fund £	Restricted funds £	31.12.23 Total funds £	31.12.22 Total funds £
<b>INCOME AND ENDOWMENTS FROM</b>					
Donations and legacies	2	406,625	186,276	592,901	695,486
Other trading activities	3	825	-	825	85,875
Investment income	4	<u>6,251</u>	<u>-</u>	<u>6,251</u>	<u>323</u>
<b>Total</b>		<u>413,701</u>	<u>186,276</u>	<u>599,977</u>	<u>781,684</u>
<b>EXPENDITURE ON</b>					
Raising funds	5	18,968	-	18,968	60,745
<b>Charitable activities</b>	6				
The Advancement of Health & Support		<u>316,743</u>	<u>166,275</u>	<u>483,018</u>	<u>503,711</u>
<b>Total</b>		<u>335,711</u>	<u>166,275</u>	<u>501,986</u>	<u>564,456</u>
<b>NET INCOME</b>		77,990	20,001	97,991	217,228
<b>RECONCILIATION OF FUNDS</b>					
Total funds brought forward		<u>628,512</u>	<u>110,228</u>	<u>738,740</u>	<u>521,512</u>
<b>TOTAL FUNDS CARRIED FORWARD</b>		<u>706,502</u>	<u>130,229</u>	<u>836,731</u>	<u>738,740</u>

The notes form part of these financial statements

**Make 2nds Count****Balance Sheet**  
**31 December 2023**

	Notes	Unrestricted fund £	Restricted funds £	31.12.23 Total funds £	31.12.22 Total funds £
<b>FIXED ASSETS</b>					
Tangible assets	12	603	-	603	804
<b>CURRENT ASSETS</b>					
Debtors	13	23,413	7,490	30,903	925
Cash at bank		<u>702,952</u>	<u>122,739</u>	<u>825,691</u>	<u>766,734</u>
		726,365	130,229	856,594	767,659
<b>CREDITORS</b>					
Amounts falling due within one year	14	(85)	-	(85)	(8,760)
<b>NET CURRENT ASSETS</b>		<u>726,280</u>	<u>130,229</u>	<u>856,509</u>	<u>758,899</u>
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>		726,883	130,229	857,112	759,703
<b>ACCRUALS AND DEFERRED INCOME</b>	15	(20,381)	-	(20,381)	(20,963)
<b>NET ASSETS</b>		<u>706,502</u>	<u>130,229</u>	<u>836,731</u>	<u>738,740</u>
<b>FUNDS</b>	16				
Unrestricted funds				706,502	628,512
Restricted funds				<u>130,229</u>	<u>110,228</u>
<b>TOTAL FUNDS</b>				<u>836,731</u>	<u>738,740</u>

The financial statements were approved by the Board of Trustees and authorised for issue on ..... and were signed on its behalf by:

.....  
Professor D Cameron - Trustee

The notes form part of these financial statements

**Make 2nds Count****Cash Flow Statement  
for the Year Ended 31 December 2023**

	Notes	31.12.23 £	31.12.22 £
<b>Cash flows from operating activities</b>			
Cash generated from operations	1	<u>52,706</u>	<u>202,913</u>
Net cash provided by operating activities		<u>52,706</u>	<u>202,913</u>
<b>Cash flows from investing activities</b>			
Purchase of tangible fixed assets		-	(1,005)
Interest received		<u>6,251</u>	<u>323</u>
Net cash provided by/(used in) investing activities		<u>6,251</u>	<u>(682)</u>
<b>Change in cash and cash equivalents in the reporting period</b>		58,957	202,231
<b>Cash and cash equivalents at the beginning of the reporting period</b>		<u>766,734</u>	<u>564,503</u>
<b>Cash and cash equivalents at the end of the reporting period</b>		<u>825,691</u>	<u>766,734</u>

The notes form part of these financial statements

**Make 2nds Count**

**Notes to the Cash Flow Statement**  
**for the Year Ended 31 December 2023**

**1. RECONCILIATION OF NET INCOME TO NET CASH FLOW FROM OPERATING ACTIVITIES**

	31.12.23 £	31.12.22 £
Net income for the reporting period (as per the Statement of Financial Activities)	97,991	217,228
Adjustments for:		
Depreciation charges	201	201
Interest received	(6,251)	(323)
Increase in debtors	(29,978)	-
Decrease in creditors	(9,257)	(14,193)
Net cash provided by operations	<u>52,706</u>	<u>202,913</u>

**2. ANALYSIS OF CHANGES IN NET FUNDS**

	At 1.1.23 £	Cash flow £	At 31.12.23 £
Net cash			
Cash at bank	<u>766,734</u>	<u>58,957</u>	<u>825,691</u>
	<u>766,734</u>	<u>58,957</u>	<u>825,691</u>
Total	<u>766,734</u>	<u>58,957</u>	<u>825,691</u>

The notes form part of these financial statements

## **Make 2nds Count**

### **Notes to the Financial Statements** **for the Year Ended 31 December 2023**

#### **1. ACCOUNTING POLICIES**

##### **Basis of preparing the financial statements**

The financial statements of the charity, which is a public benefit entity under FRS 102, have been prepared in accordance with the Charities SORP (FRS 102) 'Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (effective 1 January 2019)', Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' and the Charities and Trustee Investment (Scotland) Act 2005. The financial statements have been prepared under the historical cost convention.

##### **Income**

All income is recognised in the Statement of Financial Activities once the charity has entitlement to the funds, it is probable that the income will be received and the amount can be measured reliably.

##### **Expenditure**

Liabilities are recognised as expenditure as soon as there is a legal or constructive obligation committing the charity to that expenditure, it is probable that a transfer of economic benefits will be required in settlement and the amount of the obligation can be measured reliably. Expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all cost related to the category. Where costs cannot be directly attributed to particular headings they have been allocated to activities on a basis consistent with the use of resources.

Grants offered subject to conditions which have not been met at the year end date are noted as a commitment but not accrued as expenditure.

##### **Tangible fixed assets**

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life.

Fixtures and fittings                      - 20% on cost

##### **Taxation**

The charity is exempt from tax on its charitable activities.

##### **Fund accounting**

Unrestricted funds can be used in accordance with the charitable objectives at the discretion of the trustees.

Restricted funds can only be used for particular restricted purposes within the objects of the charity. Restrictions arise when specified by the donor or when funds are raised for particular restricted purposes.

Further explanation of the nature and purpose of each fund is included in the notes to the financial statements.

##### **Hire purchase and leasing commitments**

Rentals paid under operating leases are charged to the Statement of Financial Activities on a straight line basis over the period of the lease.

##### **Pension costs and other post-retirement benefits**

The charity operates a defined contribution pension scheme. Contributions payable to the charity's pension scheme are charged to the Statement of Financial Activities in the period to which they relate.



**Make 2nds Count****Notes to the Financial Statements - continued**  
**for the Year Ended 31 December 2023****2. DONATIONS AND LEGACIES**

	31.12.23	31.12.22
	£	£
Donations	539,255	669,077
Gift aid	23,413	11,597
Legacies	<u>30,233</u>	<u>14,812</u>
	<u>592,901</u>	<u>695,486</u>

**3. OTHER TRADING ACTIVITIES**

	31.12.23	31.12.22
	£	£
Fundraising events	<u>825</u>	<u>85,875</u>

**4. INVESTMENT INCOME**

	31.12.23	31.12.22
	£	£
Deposit account interest	<u>6,251</u>	<u>323</u>

**5. RAISING FUNDS****Other trading activities**

	31.12.23	31.12.22
	£	£
Purchases	<u>18,968</u>	<u>60,745</u>

**6. CHARITABLE ACTIVITIES COSTS**

	Direct Costs £	Grant funding of activities (see note 7) £	Support costs (see note 8) £	Totals £
The Advancement of Health & Support	<u>472,262</u>	<u>633</u>	<u>10,123</u>	<u>483,018</u>

**7. GRANTS PAYABLE**

	31.12.23	31.12.22
	£	£
The Advancement of Health & Support	<u>633</u>	<u>6,300</u>

**Make 2nds Count****Notes to the Financial Statements - continued**  
**for the Year Ended 31 December 2023****8. SUPPORT COSTS**

	Management £	Finance £	Governance costs £	Totals £
The Advancement of Health & Support	<u>5,433</u>	<u>70</u>	<u>4,620</u>	<u>10,123</u>

**9. TRUSTEES' REMUNERATION AND BENEFITS**

During the period consultancy fees of £nil (2022:£6,518) were paid to Lisa Fleming who is the wife of one of the trustees,during the year.

**Trustees' expenses**

There were no trustees' expenses paid for the year ended 31 December 2023 nor for the year ended 31 December 2022.

**10. STAFF COSTS**

	31.12.23 £	31.12.22 £
Wages and salaries	180,178	139,648
Social security costs	11,858	7,143
Other pension costs	<u>5,196</u>	<u>3,694</u>
	<u>197,232</u>	<u>150,485</u>

The average monthly number of employees during the year was as follows:

	31.12.23	31.12.22
Key Management	3	2
Operational	<u>4</u>	<u>3</u>
	<u>7</u>	<u>5</u>

No employees received emoluments in excess of £60,000.

Key management personnel include all persons that have authority and responsibility for planning, directing, and controlling the activities of the charity. The number of key management personnel in the year was 3 (2022: 2). The total compensation paid to key management personnel for services provided to the charity was £97,213 (2022: £59,256)

**11. COMPARATIVES FOR THE STATEMENT OF FINANCIAL ACTIVITIES**

	Unrestricted fund £	Restricted funds £	Total funds £
<b>INCOME AND ENDOWMENTS FROM</b>			
Donations and legacies	515,217	180,269	695,486
Other trading activities	85,875	-	85,875
Investment income	<u>323</u>	<u>-</u>	<u>323</u>
<b>Total</b>	<u>601,415</u>	<u>180,269</u>	<u>781,684</u>
<b>EXPENDITURE ON</b>			
Raising funds	60,745	-	60,745

**Make 2nds Count****Notes to the Financial Statements - continued**  
**for the Year Ended 31 December 2023****11. COMPARATIVES FOR THE STATEMENT OF FINANCIAL ACTIVITIES - continued**

	Unrestricted fund £	Restricted funds £	Total funds £
<b>Charitable activities</b>			
The Advancement of Health & Support	<u>338,308</u>	<u>165,403</u>	<u>503,711</u>
<b>Total</b>	<u>399,053</u>	<u>165,403</u>	<u>564,456</u>
 <b>NET INCOME</b>	 202,362	 14,866	 217,228
 <b>RECONCILIATION OF FUNDS</b>			
Total funds brought forward	<u>426,150</u>	<u>95,362</u>	<u>521,512</u>
 <b>TOTAL FUNDS CARRIED FORWARD</b>	 <u>628,512</u>	 <u>110,228</u>	 <u>738,740</u>

**12. TANGIBLE FIXED ASSETS**

	Fixtures and fittings £
<b>COST</b>	
At 1 January 2023 and 31 December 2023	<u>1,005</u>
<b>DEPRECIATION</b>	
At 1 January 2023	201
Charge for year	<u>201</u>
At 31 December 2023	<u>402</u>
<b>NET BOOK VALUE</b>	
At 31 December 2023	<u>603</u>
At 31 December 2022	<u>804</u>

**13. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR**

	31.12.23 £	31.12.22 £
Other debtors	<u>30,903</u>	<u>925</u>

**Make 2nds Count****Notes to the Financial Statements - continued**  
**for the Year Ended 31 December 2023****14. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR**

	31.12.23	31.12.22
	£	£
Trade creditors	<u>85</u>	<u>8,760</u>

**15. ACCRUALS AND DEFERRED INCOME**

	31.12.23	31.12.22
	£	£
Accruals and deferred income	<u>20,381</u>	<u>20,963</u>

**16. MOVEMENT IN FUNDS**

	At 1.1.23	Net movement in funds	At 31.12.23
	£	£	£
<b>Unrestricted funds</b>			
General fund	628,512	77,990	706,502
<b>Restricted funds</b>			
Research purposes	3,700	-	3,700
Karen Henderson Legacy Fund	20,266	2,955	23,221
Patient Trials Advocate	61,962	(54,471)	7,491
People postcode lottery	24,300	(24,300)	-
National Lotery	-	5,050	5,050
Cunmont Trust	-	6,250	6,250
Herefordshire Community Foundation	-	2,083	2,083
Walk the Walk	-	79,434	79,434
Enkalon Foundation	-	500	500
The Bellahouston Bequest Fund	-	2,500	2,500
	<u>110,228</u>	<u>20,001</u>	<u>130,229</u>
<b>TOTAL FUNDS</b>	<u>738,740</u>	<u>97,991</u>	<u>836,731</u>

**Make 2nds Count****Notes to the Financial Statements - continued**  
**for the Year Ended 31 December 2023****16. MOVEMENT IN FUNDS - continued**

Net movement in funds, included in the above are as follows:

	Incoming resources £	Resources expended £	Movement in funds £
<b>Unrestricted funds</b>			
General fund	413,701	(335,711)	77,990
<b>Restricted funds</b>			
Karen Henderson Legacy Fund	10,713	(7,758)	2,955
Patient Trials Advocate	-	(54,471)	(54,471)
Pink Ribbon Foundation	6,000	(6,000)	-
People postcode lottery	-	(24,300)	(24,300)
Capricorn Energy	20,000	(20,000)	-
The Edward Gostling Foundation	10,000	(10,000)	-
National Lottery	9,796	(4,746)	5,050
Cunmont Trust	6,250	-	6,250
DWF LLP	1,500	(1,500)	-
The Morrisons Foundation	7,500	(7,500)	-
The Edith Murphy Foundation	5,000	(5,000)	-
The Stafford Trust	5,000	(5,000)	-
Herefordshire Community Foundation	2,083	-	2,083
Walk the Walk	79,434	-	79,434
Enkalon Foundation	500	-	500
Breast Cancer Now	20,000	(20,000)	-
The Bellahouston Bequest Fund	2,500	-	2,500
	<u>186,276</u>	<u>(166,275)</u>	<u>20,001</u>
<b>TOTAL FUNDS</b>	<u>599,977</u>	<u>(501,986)</u>	<u>97,991</u>

**Comparatives for movement in funds**

	At 1.1.22 £	Net movement in funds £	At 31.12.22 £
<b>Unrestricted funds</b>			
General fund	426,150	202,362	628,512
<b>Restricted funds</b>			
Research purposes	-	3,700	3,700
Karen Henderson Legacy Fund	41,194	(20,928)	20,266
Support Co-ordinator	5,946	(5,946)	-
Patient Trials Advocate	38,222	23,740	61,962
Hugh Fraser Foundation	10,000	(10,000)	-
People postcode lottery	-	24,300	24,300
	<u>95,362</u>	<u>14,866</u>	<u>110,228</u>
<b>TOTAL FUNDS</b>	<u>521,512</u>	<u>217,228</u>	<u>738,740</u>

**Make 2nds Count****Notes to the Financial Statements - continued**  
**for the Year Ended 31 December 2023****16. MOVEMENT IN FUNDS - continued**

Comparative net movement in funds, included in the above are as follows:

	Incoming resources £	Resources expended £	Movement in funds £
<b>Unrestricted funds</b>			
General fund	601,415	(399,053)	202,362
<b>Restricted funds</b>			
Research purposes	10,000	(6,300)	3,700
Karen Henderson Legacy Fund	19,969	(40,897)	(20,928)
Support Co-ordinator	-	(5,946)	(5,946)
Patient Trials Advocate	120,000	(96,260)	23,740
Pink Ribbon Foundation	6,000	(6,000)	-
Hugh Fraser Foundation	-	(10,000)	(10,000)
People postcode lottery	24,300	-	24,300
	<u>180,269</u>	<u>(165,403)</u>	<u>14,866</u>
<b>TOTAL FUNDS</b>	<u>781,684</u>	<u>(564,456)</u>	<u>217,228</u>

A current year 12 months and prior year 12 months combined position is as follows:

	At 1.1.22 £	Net movement in funds £	At 31.12.23 £
<b>Unrestricted funds</b>			
General fund	426,150	280,352	706,502
<b>Restricted funds</b>			
Research purposes	-	3,700	3,700
Karen Henderson Legacy Fund	41,194	(17,973)	23,221
Support Co-ordinator	5,946	(5,946)	-
Patient Trials Advocate	38,222	(30,731)	7,491
Hugh Fraser Foundation	10,000	(10,000)	-
National Lottery	-	5,050	5,050
Cunmont Trust	-	6,250	6,250
Herefordshire Community Foundation	-	2,083	2,083
Walk the Walk	-	79,434	79,434
Enkalon Foundation	-	500	500
The Bellahouston Bequest Fund	-	2,500	2,500
	<u>95,362</u>	<u>34,867</u>	<u>130,229</u>
<b>TOTAL FUNDS</b>	<u>521,512</u>	<u>315,219</u>	<u>836,731</u>

## **Make 2nds Count**

### **Notes to the Financial Statements - continued** **for the Year Ended 31 December 2023**

#### **16. MOVEMENT IN FUNDS - continued**

A current year 12 months and prior year 12 months combined net movement in funds, included in the above are as follows:

	Incoming resources £	Resources expended £	Movement in funds £
<b>Unrestricted funds</b>			
General fund	1,015,116	(734,764)	280,352
<b>Restricted funds</b>			
Research purposes	10,000	(6,300)	3,700
Karen Henderson Legacy Fund	30,682	(48,655)	(17,973)
Support Co-ordinator	-	(5,946)	(5,946)
Patient Trials Advocate	120,000	(150,731)	(30,731)
Pink Ribbon Foundation	12,000	(12,000)	-
Hugh Fraser Foundation	-	(10,000)	(10,000)
People postcode lottery	24,300	(24,300)	-
Capricorn Energy	20,000	(20,000)	-
The Edward Gostling Foundation	10,000	(10,000)	-
National Lottery	9,796	(4,746)	5,050
Cunmont Trust	6,250	-	6,250
DWF LLP	1,500	(1,500)	-
The Morrisons Foundation	7,500	(7,500)	-
The Edith Murphy Foundation	5,000	(5,000)	-
The Stafford Trust	5,000	(5,000)	-
Herefordshire Community Foundation	2,083	-	2,083
Walk the Walk	79,434	-	79,434
Enkalon Foundation	500	-	500
Breast Cancer Now	20,000	(20,000)	-
The Bellahouston Bequest Fund	2,500	-	2,500
	<u>366,545</u>	<u>(331,678)</u>	<u>34,867</u>
<b>TOTAL FUNDS</b>	<u><u>1,381,661</u></u>	<u><u>(1,066,442)</u></u>	<u><u>315,219</u></u>

#### **17. CONTINGENT LIABILITIES**

Make 2nd's Count have committed the following-

HER2 CNS surveillance project spending £219,560 over 3 years, the study is starting this year.

Insomnia intervention study spending £186,517 over 3 years, the study is starting this year.

**Make 2nds Count**

**Notes to the Financial Statements - continued**  
**for the Year Ended 31 December 2023**

**18. RELATED PARTY DISCLOSURES**

There were no related party transactions for the year ended 31 December 2023.



**Make 2nds Count****Detailed Statement of Financial Activities  
for the Year Ended 31 December 2023**

	31.12.23 £	31.12.22 £
<b>INCOME AND ENDOWMENTS</b>		
<b>Donations and legacies</b>		
Donations	539,255	669,077
Gift aid	23,413	11,597
Legacies	<u>30,233</u>	<u>14,812</u>
	592,901	695,486
<b>Other trading activities</b>		
Fundraising events	825	85,875
<b>Investment income</b>		
Deposit account interest	<u>6,251</u>	<u>323</u>
<b>Total incoming resources</b>	599,977	781,684
<b>EXPENDITURE</b>		
<b>Other trading activities</b>		
Fundraising costs	18,968	60,745
<b>Charitable activities</b>		
Wages	180,178	139,648
Social security	11,858	7,143
Pensions	5,196	3,694
Office costs	20,253	23,656
Communication	-	6,840
Professional costs	85,917	51,180
IT costs	12,830	11,944
Travel	1,656	7,882
Staff training	2,579	2,825
Subscriptions	279	279
Good cause littlelifts	121,714	121,285
Patient trials	29,601	87,870
Fixtures and fittings	201	201
Donations	<u>633</u>	<u>6,300</u>
	472,895	470,747
<b>Support costs</b>		
<b>Management</b>		
Postage and stationery	2,372	1,932
Advertising & marketing	363	25,195
Sundries	<u>2,698</u>	<u>160</u>
	5,433	27,287
<b>Finance</b>		
Finance charges	70	277

This page does not form part of the statutory financial statements

**Make 2nds Count**

**Detailed Statement of Financial Activities**  
**for the Year Ended 31 December 2023**

	31.12.23 £	31.12.22 £
<b>Finance</b>		
<b>Governance costs</b>		
Auditors' remuneration	<u>4,620</u>	<u>5,400</u>
Total resources expended	<u>501,986</u>	<u>564,456</u>
<b>Net income</b>	<u>97,991</u>	<u>217,228</u>